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ACTION E-15

INFO OCT-01 EUR-20 CAB-09 CIAE-00 COM-08 DODE-00 DOT-12
INR-07 NSAE-00 RSC-01 SS-20 NSC-10 L-04 H-02 RSR-01
P-03 PRS-01 USIA-12 /126 W

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R 041924Z FEB 70
FM AMEMBASSY ROME
TO SECSTATE WASHDC 4087

DEPARTMENT OF STATE A/CDC/MR
REVIEWED BY DATE 25 MAY 1982
RDS ☐ OR XDS ☐ EXT. DATE
EO AUTH. REASON(S)
ENDORSE EXISTING MARKINGS ☐
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RELEASE PORTIONS
EXCISE FOIA EXEMPTIONS

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REF: STATE 29972

SUBJECT: CIVAIR BI-LATERAL NEGOTIATIONS

1. EMBOFF DISCUSSED DEPARTMENT NOTE PROPOSING DATE OF APRIL 14 WITH SERAFINI EVENING MARCH 3RD. SERAFINI PERCEIVES NO REASON WHY APRIL 14 WOULD NOT BE SUITABLE DATE FOR RESUMPTION. HOWEVER, HE QUICKLY PICKED UP REFERENCE PARA C IN WHICH VIEWS OF GOI ON BASIS FOR RESUMING NEGOTIATIONS REQUESTED. WHEN TOLD WE WERE ASSUMING SANINI'S LAST DOCUMENT DID NOT REFLECT REAL STATE OF AFFAIRS, SERAFINI RESPONDED BY GIVING AS HIS OPINION THAT ITALIANS WOULD PREFER TO PRESENT US WITH WRITTEN STATEMENT OF THEIR NEGOTIATING POSITION PRIOR TO NEXT SESSION. SAID THAT THEIR PAST EXPERIENCE HAD BEEN THAT WHEN THEY FORMULATED THEIR POSITION IN WRITING OFTEN INCLUDING COMPROMISES, US INSISTED IN REGARDING SUCH DOCUMENT AS STARTING POINT FOR DEMANDING FURTHER COMPROMISES. SERAFINI IMPLIED ITALIANS MIGHT DO BETTER TO START FROM LAST SANTINI POSITION EVEN IF IT WAS ADMITTEDLY A BIT EXTREME IN SOME OF ITS POINTS. BALANCE OF DISCUSSION RATHER INCONCLUSIVE, BUT SERAFINI WENT OUT OF HIS WAY TO STRESS THAT ITALIANS DETERMINED THAT NEW AGREEMENT WOULD LEAVE THEM IN (1) NO WORSE POSITION THAT OLD AGREEMENT AND (2) IN NO WORSE POSITION THAN THEIR PRESENT ONE.

2. IN SUBSEQUENT CONVERSATION WITH VENTURINI OF ALITALIA

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EMBOFF NOTED THAT BOTH AMERICAN CARRIERS HAVE NOW FILED SUMMER SCHEDULES AND REMARKED THAT SCHEDULED CAPACITY INCREASES RELATIVELY MODEST. VENTURINI SAID HE PLEASED TO RECEIVE THIS INFORMATION AND WOULD BE TALKING WITH SANTINI ON LATTER'S RETURN TOMORROW. HE REPEATED THAT HE FELT SURE SOMETHING ACCEPTABLE COULD BE WORKED OUT BUT DID NOT INDICATE CLEARLY WHETHER MARCH 22ND DEADLINE IN PANAM FILING WOULD BE FAVORABLE CONSIDERED.
MARTIN

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